

## Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 MOSCOW 18076 021720Z

66

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 052089

R 021528Z DEC 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 5068

/AMEMBASSY VIENNA 3388

UNCLAS MOSCOW 18076

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: BETWEEN SHOW PROMOTION I.T.C.

USDOC FOR BEWTA/MATHES

VIENNA FOR EWTC/MARTIN

1. INTERNATIONAL TRADING CORP. HAS SUCCESSFULLY COMPLETED A 10 DAY BETWEEN SHOW PROMOTION FOR TWO U.S. FIRMS WHOM ITC REPRESENTS IN THE SOVIET UNION.

2. A TECHNICAL SALES SEMINAR WAS ARRANGED FOR C.M.C. INC. ON NOVEMBER 19 AND 20 WITH A TOTAL OF 12 TECHNICAL PRESENTATIONS. TOTAL SOVIET AUDIENCE FOR TWO-DAY SEMINAR 130 (SEVERAL ATTENDED MORE THAN ONE LECTURE). A VIP RECEPTION HELD AT THE COMMERCIAL OFFICE ON NOVEMBER 19 DREW 60 SOVIET MINISTRY AND END-USER GUESTS. C.M.C. WAS REPRESENTED BY ITS FRENCH SUBSIDIARY PRESIDENT, MR. CHRISTIAN SIMON, PLUS 4 OTHERS. C.M.C. AGREED TO LEND ITS DISPLAY ITEMS TO AVTOTRANSEXPORT FOR PERIOD OF 60 DAYS FOR TRIAL. C.M.C. EXPECTS SALE OF EQUIPMENT VALUED AT 150,000 US DLRS.

3. A SIMILAR SALES SEMINAR WAS HELD FOR REDACTRON INTERNATIONAL ON NOVEMBER 25-26. A TOTAL OF FOUR PRESENTATIONS WERE GIVEN. SOVIET AUDIENCE FOR TWO DAYS 155. ON THE EVENING OF NOVEMBER 26 A RECEPTION WAS HELD AT THE HOTEL NATIONAL FOR APPROXIMATELY 100 INVITED SOVIET GUESTS. MARINUS MINDERHOUD,

UNCLASSIFIED  
UNCLASSIFIED

PAGE 02 MOSCOW 18076 021720Z

TION WAS HELD AT THE HOTEL NATIONAL FOR APPROXIMATELY 100 INVITED SOVIET GUESTS. MARINUS MINDERHOUD,

MARKETING-DIRECTOR FOR REDACTRON REPORTED THAT COMPLETE SYSTEM WAS SOLD AT THE CONCLUSION OF THE SEMINAR. FLOOR SALES VALUED AT 175,000 US DLRS.

4. IN BOTH SEMINARS ITC MADE NECESSARY CONTACT WITH SOVIET F.T.O. AND SPECIALISTS. USCOMOFF ASSISTED WITH FREIGHT, CUSTOMS CLEARANCE, UNPACKING, DISPLAY, AUDIO-VISUAL EQUIPMENT AND CATERING SUPPORT. INCOMING REDACTRON FREIGHT WAS SHIPPED COLLECT (1500 US DLRS) AND CAUSED SOME DELAY IN CUSTOMS CLEARANCE. ALL OTHER FREIGHT WAS CLEARED AND DELIVERED TO USCOMOFF IN ROUTINE TIME. BOTH HELMUT FALK, VICE PRESIDENT AND RON VERLEE, MARKETING DIRECTOR OF ITC WERE COMPLIMENTARY OF EFFORT AND FACILITY DISPLAYED BY USCOMOFF STAFF. QUOTE - SALES GENERATED WOULD HAVE BEEN IMPOSSIBLE OUTSIDE OF COMMERCIAL OFFICE. - UNQUOTE  
STOESSEL

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 02 DEC 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974MOSCOW18076  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740349-0228  
**From:** MOSCOW  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19741268/aaaacgal.tel  
**Line Count:** 78  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** izenbei0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 16 AUG 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <16-Aug-2002 by ReddocGW>; APPROVED <10 FEB 2003 by izenbei0>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BETWEEN SHOW PROMOTION I.T.C. USDOC FOR BEWTA/MATHES  
**TAGS:** BEXP, UR  
**To:** COM  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005